



Advanced
Pharmacy Concepts



U.S. General Services Administration

Federal Acquisition Service

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*, a menu-driven database system. The INTERNET address for GSA *Advantage!* is: <http://www.GSAAdvantage.gov>.

Schedule Title: **Financial and Business Solutions (FABS)**

FSC Group: 520

Contract Number: GS-23F-0011W

Contract Period: November 20, 2009 through November 19, 2014

For more information on ordering from Federal Supply Schedules click on the FSS Schedules at fss.gsa.gov.

Contractor Name: Advanced Pharmacy Concepts, Inc.

Address: 6899 Post Road
N. Kingstown, RI 02852

Phone Number: 401-295-7660

Fax Number: 401-295-8815

Web site: www.apc-rx.com

For contact for contract administration, please contact:

Kimberly P. McDonough, Pharm.D., President

401-295-7660

info@apc-rx.com

Business Size: Advanced Pharmacy Concepts is a small, woman-owned business



CUSTOMER INFORMATION

1a. Special Item Numbers Awarded

Advanced Pharmacy Concepts is pleased to offer services under the following Special Items Numbers Awards:

Special Item No. 520.9 Recovery Audits
Special Item No. 520.17 Risk Assessment and Mitigation Services

1b. Labor Rates

Pricing is effective November 20, 2009

FABS SIN(s)	Labor Category	EDUCATION/ CERTIFICATION LEVEL	Government Labor Rates – On-site and Offsite (including IFF)
520.9, 520.17	Officer	Advanced degree (MS, Ph.D, MBA)	\$220.14
520.9, 520.17	Director	Advanced degree (MS, Ph.D, MBA)	\$201.00
520.9, 520.17	Functional Specialist	A) Advanced degree B) Bachelor's degree	\$172.28
520.9, 520.17	Compliance Specialist	Bachelor's degree	\$129.21
520.9, 520.17	Audit Analyst, Senior	Bachelors Degree in Accounting, Mathematics, Statistics or Computer Science or comparable field	\$136.00
520.9, 520.17	Audit Analyst	Bachelors Degree in Accounting, Mathematics, Statistics or Computer Science or comparable field	\$124.43
520.9, 520.17	Financial Data Analyst	Bachelors Degree in Accounting, Mathematics, Statistics or Computer Science or comparable field	\$151.23
520.9, 520.17	Consultant, Senior	Bachelors degree in Accounting, Mathematics, Statistics or Computer Science	\$124.43
520.9, 520.17	Consultant	Bachelor's degree	\$105.28
520.9, 520.17	Administrative Support	Associate's degree	\$71.78

Any and all contractor travel performed in accordance with this contract will comply with the Joint Travel Regulations, as applicable, in effect on the date(s) of travel. Established Federal Government per diem rates will apply to all contractor travel.



1c. Labor Category Descriptions

APC offers the following labor categories for services offered under our FABS contract. All individuals performing services under this contract will meet the requirements set forth for the specified services.

Officer

Responsible for scope, direction, planning and commitment of the Firm's resources to the engagement plans. Monitors the status of the engagement and is responsible for overall project management and final work product provided by the Firm. Individual(s) are responsible for Firm's licensure and compliance with regulatory directives.

Education and Experience: Advanced degree (MS, MBA, PhD) with a minimum of 15 years of experience, at least five years of which is from within health care related industries.

Director

Responsible for and manages engagement planning, supervision of personnel and review and completion of work product. Advises and consults with Officers. Individual(s) acts as the primary corporate liaison to clients, providing advice regarding industry practices, regulatory standards, and contractual considerations.

Education and Experience: Advanced degree (MS, MBA, PhD) with a minimum of ten years of experience, with a minimum of three years in health care related industries.

Functional Specialist

Possesses expert knowledge in a designated field or knowledge of specialized financial or data management systems critical to the designated project. Advises and provides insights that are uniquely necessary for the successful execution of the project. Contributes to the evaluation, analysis, and development of recommended solutions. Resolves complex problems by applying in-depth knowledge of subject matter related to the project to create specialized solutions. Generally possesses abilities and experience in managing, consulting and cross-team facilitation at the senior management level.

Education and Experience: Minimum of A) Master's degree with 5 years of related experience or B) bachelor's degree with a minimum of 10 years or related experience.



Compliance Specialist

Responsible for the assessment, coordination and completion of all government, regulatory, and compliance documents pertaining to all business units in an organization. Conducts compliance assessments in accordance with established criteria. May provide oversight of corrective action plan development and implementation. Familiar with standard concepts, practices, and procedures within a particular field. Serves as project lead and provides feedback and guidance regarding audit criteria. Relies on experience and judgment to plan and accomplish goals.

Education and Experience: Requires a bachelor's degree and at 4 years of experience in health care, health insurance or related industries.

Audit Analyst, Senior

Compiles and analyzes financial transaction information generated by an organization. Develops integrated performance analyses, projections, reports, and presentations. Creates and analyzes monthly, quarterly, and annual reports and ensures financial transactions have been recorded accurately. Provides project oversight and is directly responsible for the integrity of services provided and relationships with clients. Identifies trends and developments in competitive environments and presents findings to senior management. Knowledgeable in concepts, practices, and procedures of the healthcare industry. Relies on experience and judgment to plan and accomplish goals. A wide degree of creativity and latitude is expected.

Education and Experience: Requires a bachelor's degree and 4-7 years of experience in the field or in a related area.

Audit Analyst

Assesses claim transactions and financial data from organizations to ensure accuracy and compliance with contractual obligations and regulations. Identifies improper accounting or documentation and researches issues and quantifies the value of inaccuracies. Works with an organization's auditors to help reconcile discrepancies or support the external auditing function. Has knowledge of commonly-used concepts, practices, and procedures within a particular field.

Education and Experience: Requires a bachelor's degree in accounting or related mathematical discipline and 0-2 years of experience in the field or in a related area



Financial Data Analyst

Interprets results using a variety of techniques, ranging from simple data aggregation via statistical analysis to complex data mining. Designs, develops, implements and maintains business solutions. Works directly with clients, project and business leaders to identify analytical requirements. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals.

Education and Experience: Requires a bachelor's degree in area of specialty and 2-4 years of experience in the field or in a related area.

Data Manager

Designs, implements and supports data warehousing. Implements business rules via stored procedures, middleware, or other technologies. Responsible for verifying accuracy of data and provides maintenance and support of the data warehouse. Familiar with standard claim transaction practices and procedures within the health care industry. Relies on experience and judgment to plan and accomplish goals..

Education and Experience: Requires a bachelor's degree in area of specialty and 2-4 years of experience in the field or in a related area.

Consultant

Possesses demonstrated knowledge, ability, and experience in the evaluation of pharmacy benefit programs. Monitors benefit trends in the business environment and must stay abreast of applicable benefits legislation. Supports the development of solutions for client and project team objectives. Relies on instructions and pre-established guidelines to perform the functions of the job. May have expertise in commonly-used concepts, practices, and procedures within the field. A certain degree of creativity and latitude is expected within outlined guidelines and objectives. Typically reports to a manager or supervisor.

Education and Experience: Bachelor's degree preferred in a related area and a minimum 3 years of experience in the field or in a related area.

Consultant, Senior

Senior expert with demonstrated knowledge, ability, and extensive experience in the evaluation of pharmacy benefit programs. Monitors benefit trends in the business environment and must stay abreast of applicable benefits legislation. Provides guidance to client and project teams and serves as the lead strategic



facilitator to ensure objectives are achieved. Has expertise in a variety of the field's concepts, practices, and procedures. May lead and direct the work of Consultants or other staff as necessary. A wide degree of creativity and latitude is required. Typically reports to a manager or head of a unit/department.

Education and Experience: Bachelor's degree required in a related area and a minimum 5 years of experience in the field or in a related area.

Administrative Assistant

Schedules appointments, gives information to callers. Composes memos, transcribes notes, and researches and creates presentations. Generates reports, handles multiple projects, and prepares and monitors invoices and expense reports. Assists with compiling of proposals, reports and other printed materials. Handles a wide variety of complex and confidential situations and resolves conflicts involving the clerical and administrative function of the office. Prepares routine and advanced correspondence including letters, memoranda, and reports.

Education and Experience: Requires an associate's degree or its equivalent with at least 4 years of experience in the field or in a related area.

Order Information

2. **Maximum order:** \$1,000,000
3. **Minimum order:** \$100
4. **Geographic coverage (delivery area):** The geographic scope of this contract encompasses the 48 contiguous states, the District of Columbia, Alaska, Hawaii, and the Commonwealth of Puerto Rico
5. **Point(s) of production (city, county, and state or foreign country):**

North Kingstown, Washington County, Rhode Island
6. **Discount from list prices or statement of net price:** Not applicable
7. **Quantity discounts:**

Advanced Pharmacy Concepts offers the following volume discounts to our contract rates:

Accumulated Value of Services	Discount
\$0 to \$200,000	No discount



\$200,001 to \$500,000	2%
\$501,000 to \$999,999	3%
Over \$1,000,000	4%

Discounts apply to APC labor only and are not applied to labors provided by any subcontractor or for any travel or other direct costs that may be incurred in the course of providing services under this contract. Discounts are calculated incrementally and are applicable to the accumulated value of services rendered in a contract year. (For example, a contract with labor costs of \$350,000, no discount is offered for the first \$200,000, and then a 2% discount is offered for the remaining \$150,000 of applicable labor charges).

8. **Prompt payment terms:** Not applicable
9. **Government Purchase Cards**
 - 9a. Government Purchase Cards are accepted at or below the micro-purchase threshold
 - 9b. Government Purchase Cards are not accepted at or below the micro-purchase threshold
10. **Foreign items:** Not applicable.

Delivery Schedule

- 11a. **Time of delivery:** Not applicable
- 11b. **Expedited delivery:** Not applicable
- 11c. **Overnight and 2-day delivery:** Not applicable
- 11d. **Urgent requirements:** Agencies can contact the contact for contract administration to obtain faster delivery.
12. **F.O.B. point(s):** Destination.

Ordering, Payment and Terms

- 13a. **Ordering address**



Advanced Pharmacy Concepts, Inc.
6899 Post Road
N. Kingstown, RI 02852

Orders may also be submitted electronically to info@apc-rx.com

- 13b. Ordering procedures:** For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA's), and a sample BPA can be found at the GSA/FSS schedule homepage (fss.gsa.gov/schedules).

14. Payment address:

Payment via check

Advanced Pharmacy Concepts, Inc.
6899 Post Road
N. Kingstown, RI 02852

Payment via ACH

Advanced Pharmacy Concepts, Inc.
Bank Newport
Newport, Rhode Island
ABA Routing # 016999 211574642
Account #: See Invoice

- 15. Warranty provision:** Not applicable
- 16. Export packing charges:** Not applicable.
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).** Not applicable.
- 18. Terms and conditions of rental maintenance, and repair –** Not applicable.
- 19. Terms and conditions of installation –** Not applicable.
- 20. Terms and conditions of repair parts –** Not applicable.
- 20a. Terms and conditions for any other services –** Not applicable.



21. **List of service and distribution points** – Not applicable
22. **List of participating dealers** – Not applicable
23. **Preventative maintenance** – Not applicable.
- 24a. **Special attributes such as environmental attributes:** Not applicable
- 24b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information technology (EIT) supplies.** Not applicable
25. **Data Universal Number System (DUNS) number:** 01-5361678
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Advanced Pharmacy Concepts, Inc. is registered in the Central Contractor Registration. Our registry is valid until September 6, 2011

Advanced Pharmacy Concepts (APC) is a women-owned, small business offering Recovery Audits (SIN 520-9) and Program Integration and Risk Assessment and Mitigation Services (SIN 520-17) to Federal Government entities.

APC is the nation's premier independent source for expert pharmacy-related services required by employers, health plans and government agencies. We offer recovery auditing, assessments and risk-mitigation strategies related to pharmacy benefit programs and the use of pharmaceutical agents in pharmacy and medical benefit programs

While many organizations offer experience and knowledge in medical claim systems, APC is one of the few auditing firms nationally with demonstrated expertise in pharmacy claim transaction standards and pharmaceutical pricing expertise. We understand the importance of plan design, formularies and drug management techniques as these pertain to an effective audit process. More importantly, our understanding of industry practices and knowledge of drug pricing and utilization norms provides us with insight to identify discrepant or fraudulent practices which could easily be overlooked by conventional auditors.

APC is the sole-source contractor to CMS, providing compliance audit support for Medicare Part D, Part C, PACE, and SNP program oversight. We have



provided pharmacy benefit audit and other support services to multiple state and federal agencies.

APC is certified as a small, woman-owned business in the ORCA and in the states of Rhode Island, Massachusetts and North Carolina. Our President, Dr. Kimberly McDonough, was selected by the U.S. Small Business Administration (SBA) as the 2007 Small Business Entrepreneur of the Year. In 2009, APC received recognition by Inc. Magazine as one of the top 5000 fastest growing companies in the United States.



APC offers a proven track record in both the private and public sector, in the analysis of pharmacy benefit programs and development of clinical measures and initiatives designed to achieve positive patient outcomes.

Specifically, we offer:

Understanding of pharmacy benefit programs through our work with health plans, government entities and employer group. APC has provided a broad range of pharmacy benefit and recovery audit services designed to assess and improve pharmacy benefit programs on behalf of our clients. APC's consultants and analysts are knowledgeable about the operations of a wide range of health plans and of all major pharmacy benefit managers nationally.



Experience with drug pricing and claim processing systems APC receives pharmacy claim data from all major PBMs and analyzes this data for utilization patterns, compliance with contract terms, and accuracy of benefit implementation. We subscribe to Redbook®, First DataBank® and Medispan® drug reference files and routinely incorporate FDB indicators into our analytical tools. APC maintains cross-walks between NDC, FDA and HCPCS coding systems used for identification of drugs in pharmacy and medical claim systems, respectively.

Knowledge of CMS and the Medicare Part D drug benefit program APC has provided direct support to CMS over the past six years, including the development of industry benchmark reports, review of formularies and plan



benefit bids and compliance audit of Part D, Part C and PACE programs. APC offers a strong understanding of the CMS prescription drug program benefits, financial reporting, low-income subsidy programs, and coordination with Medicaid and SPAP programs.

Ability to Maintain and Manage Large Data Files While Assuring Confidentiality APC maintains significant computer capabilities which permit efficient analysis of the large data sets that are associated with pharmacy claims, medical claims, and eligibility files. APC utilizes virtual private network (VPN) technology to enable remote and secure network access. APC's VPN employs a combination of encryption, digital certificates, strong user authentication and access control to establish secure, end-to-end, private network connections through third-party networks, such as the Internet. APC currently has a Data Use Agreement with CMS for services that we provide to the agency. APC is fully compliant with all of the provisions of HIPAA, HITECH and NIST data security standards.

Knowledge of clinical uses of medication and current medical literature APC employs Pharm.D.s who each has extensive knowledge of the clinical uses of medications and of the current medical literature. The company employs pharmacists with advanced clinical training and serves as a clinical education site for several schools of pharmacy in the Northeast.

Because our services are devoted exclusively to pharmacy related issues, APC's staff is able to monitor and assess a wide range of industry issues, ranging from regulatory changes to clinical research, and use this knowledge to help our clients achieve the greatest value possible from the use of medications within their benefit programs.

Examples of Financial Services

APC offers an array of programs that are designed to assess the accountability of pharmacy claim expenditures, ranging from clinical to financial assessments, and to provide solutions that aid our clients in addressing areas of concern. The items outlined below are illustrative of the company's capabilities, but each audit is customized to the specific needs, concerns, and budget of APC's client.

SIN 520-9: Recovery Audits

APC provides recovery claim audit services, specifically related to outpatient pharmacy benefit programs and to pharmacy-related claims submitted under medical benefit programs, including claims using drug-related HCPCS codes (J-code, Q-code) and related services. APC has examined a wide range of financial and operational activities related to the administration of health care



benefits. The range of services has varied based depending on specific client needs, and have included the following as examples:



- Mail and retail pricing compliance with contract terms
- MAC (or FUL) pricing performance
- Benefit design accuracy
- Therapeutic interchange performance
- Rebate administration accuracy
- Mail order operations
- Compliance with performance guarantees
- Network oversight assessment
- Medicare COB compliance
- Medicare RDS accuracy
- Specialty, home infusion and LTC pharmacy pricing
- Fraud, abuse and waste assessment
- Duplicate claims and duplicate prescription
- Administrative fee accuracy

APC's recovery audits have been highly effective and generate significant value for our clients. On average, audit recoveries have exceeded 700% of the cost of auditing.

SIN 520.17 Risk Assessment and Mitigation Services

APC offers services specifically related to ensuring compliance with government and regulatory requirements as these pertain to health care benefit programs. Examples of risk assessment and mitigation services that we offer include:

- Development of oversight audit criteria
- Validation of NPI readiness
- Fraud, waste and abuse screening
- Quality measure development and testing
- Compliance auditing
- Validation of NDC registry